



# ADVANCED PETROLEUM MARKETING INC.

COMPANY NO: 2224708

## SOFT CORPORATE OFFER

We "ADVANCED PETROLEUM MARKETING INC.", Company Number: 2224708 located in the address stated below:

251 Little Falls Drive, Wilmington, New Castle, DE, 19808, hereby confirm the availability of the under listed Product. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations.

### JET FUEL OIL (JETA1)

Minimum Quantity: 500,000 BBL

Maximum Quantity: 5,000,000 BBL Monthly Price FOB: \$70 per BBL CIF Price: \$74 Per BBL

### EASTERN SIBERIA PACIFIC OCEAN OIL (ESPO)

Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month  
CIF Price: Gross USD \$ 60.00BBL NET/ USD \$58.00 NET on CIF FOB Price: Gross USD \$ 58.00BBL NET / USD

\$56.00 NET on FOB

### ORIGIN DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month CIF

Price: Gross USD \$ 350.00MT NET / USD \$ 340.00MT on CIF FOB Price: Gross USD \$ 340.00MT NET / USD \$

330.00MT on FOB

### ORIGIN MAZUT M100 GOST -10585/75/99

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month CIF

Price: Gross USD \$270.00/ USD \$ 260.00 NET on CIF

FOB Price: Gross USD \$260.00 / USD \$250.00 NET on FOB

### VIRGIN FUEL OIL D6

Minimum Quantity: 100,000,000 Gallons per Month Maximum Quantity: 800,000,000 Gallons per Month CIF

Price: Gross USD \$ 0.72 / USD \$ 0.70 NET on CIF FOB Price: Gross USD \$ 0.70 / USD \$0.68 NET on FOB

### EXPORT BLEND CRUDE OIL (REBCO) GOST 51 858-2002 / GOST 9965-76

Minimum Quantity: 10,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month CIF  
Price:

Gross USD \$68.00 / USD \$ 64.00 NET on CIF FOB Price: Gross USD \$64.00 / USD \$ 62.00 NET

### LIQUIDIFIED PETROLEUM GAS. GOST 20448-90

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 1,000,000 Metric Tons per Month CIF

Price: Gross USD \$ 280.00MT / USD \$ 270.00MT NET on CIF FOB Price: Gross USD \$ 270.00MT / USD \$ 260.00MT  
NET on FOB

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## **LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY**

Minimum Quantity: 100,000 Metric Tons Per Month Maximum Quantity: 400,000 Metric Tons Per Month  
CIF Price: Gross USD \$ 280.00MT / USD \$ 270.00MT NET on CIF FOB Price: Gross USD \$ 270.00MT / USD \$ 260.00MT NET on FOB

## **FUEL OIL OCTANE**

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross USD \$220.00/ USD \$210.00 NET on CIF  
FOB Price: Gross USD \$210.00/ USD \$200.00 NET on FOB

## **UREA 46% PRILLED & GRANULAR**

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 50,000 Metric Tons Month  
CIF  
Price: Gross USD \$ 350.00 / NET USD \$ 340.00 on CIF

## **DAMMONIUM PHOSPHATE DAP**

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 50,000 Metric Tons Month  
CIF  
Price: Gross USD \$ 370.00 / NET USD \$ 360.00 on CIF

## **DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL (EN590-10PPM)**

Minimum Quantity: 20,000 metric tons Maximum Quantity: 300,000 metric tons  
CIF price: GROSS USD \$400.00 MT NET: USD \$ 395.00 MT FOB Price: GROSS USD \$ 395.00 MT NET:  
USD  
\$ 390.00 MT

## **LIGHT CYCLE OIL**

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 300,000 Metric Tons per Month  
CIF Price: Gross USD \$290.00/ USD \$280.00 NET on CIF  
FOB Price: Gross USD \$280.00/ USD \$270.00 NET on FOB

## **FOB TRANSACTION PROCEDURES TANK TO TANK (TTT)**

1. Buyer issues an official ICPO along with and company certificate of registration, Valid means of identification and tank storage agreement.

2. Seller issues product commercial invoice (CI)

3. Buyer signs and returns the commercial invoice

4. Seller issues to buyer the listed below documents:

- PRODUCT PASSPORT
- ATSC
- AUTHORITY TO VERIFY (e-verification)
- STATEMENT OF PRODUCT AVAILABILITY

5.

Buyer issues to seller either of the following documents: (TSR/TTIA/)

6.

Seller signs NCNDA/IMEPA between all intermediaries involved with the notarized copy sent to Seller's bank

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**7. Seller issues to buyer the full POP documents:**

- (UDTA) Unconditional Dip Test Authorization
- Fresh SGS report (24/48 hours)
- Injection report
- Certificate of Origin

**8. Buyer conducts dip test inspection on the product in seller tanks (OPTIONAL)**

**9. Upon successful Verification of the SGS, seller transfer product to buyer's tank. Buyer conduct dip test of the product in buyer's tank. Buyer pays for the total product.**

**10. Seller immediately transfers the title of product ownership to buyer with all export documents**

**11. Seller pays intermediaries within 24 hours.**

## **FOB TRANSACTION PROCEDURES TANK TO TANK (TTT) 2**

**1. Buyer issues an official ICPO along with Tank Storage Agreement (TSA) accompanied by company certificate of registration and valid means of identification.**

**2. Seller issues:**

- commercial invoice (CI) for the available quantity in the storage tank
- product passport (Product Analysis Report),
- Notarized Statement of availability of product
- Authority to verify (ATV) via email or phone call.
- Notice of Readiness (NOR)

**3. Buyer returns the commercial invoice and NOR duly signed by the buyer and buyer's logistic company.**

**4. Seller issues to buyer the listed below documents:**

- Unconditional dip test authorization (DTA)
- Fresh SGS inspection report
- Injection report
- Certificate of Origin
- Notarized and endorse NCNDA/IMFPA
- Authorization to sell & collect (ATSC)
- Tank storage receipt (TSR)
- Commitment letter to supply

**5. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank**

**6. (Optional) Buyer SGS team re-conducts dip test inspection on the product in seller storage tanks on buyer expense**

**7. Upon successful dip test inspection, buyer pays for the total product value and seller immediately transfers the title of product ownership to buyer with all export documents**

**8. Seller immediately commences injection of the product into buyer's tanks**

**9. Seller pays intermediaries within 24 hours**

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## TRANSACTION PROCEDURE ON CIF

1. Buyer issues an Irrevocable Company Purchase Order, hereinafter called ICPO, with company profile, hereinafter called CP, large copy of buyer's passport, full banking details, corporate lawyer/law firm contact information, corporate certificate, and insert the full set of transaction procedures below, unmodified.  
Issued to Seller for the refinery, hereinafter called the Seller, for approval.
2. Sending his ICPO means that the Buyer is accepting integral our procedure CIF as well the price!
3. Seller issues the sales and purchase agreement, hereinafter called as SPA, Buyer signs and returns to Seller.
4. Seller issues the below documents as,
  - 4.a. Commitment to Supply.
  - 4.b. Statement of Product Availability.
  - 4.c. Signed SPA.
5. Buyer issues DLC MT700 within 7 (seven) working days in accordance with the instrument and Seller's bank replies with a performance bond, hereinafter called PB, in the value of 2% (two percent), after receiving non operate DLC MT700. After this duration of 7 (seven) working days if Buyer cannot issue DLC MT700, Buyer shall be responsible for immediate payment coverage of 2% (two percent) for the shipment of the goods via direct payment transfer.
  - 6.a. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
  - 6.b. Upon confirmation of the 2% (two percent) Seller shall commence the loading and shipment of the goods to the Buyer's destination port and issues to the Buyer the following documents.
  - 6.c. Fresh SGS report less than 24 (twenty-four) hours old.
  - 6.d. Company tax incorporation certificate.
  - 6.e. Charter Party Agreement, hereinafter called CPA.
  - 6.f. Certificate of Origin.
  - 6.g. Bill of Lading.
  - 6.h. Commercial Invoice, hereinafter called CI.
  - 6.i. Clean On-board Certificate.
  - 6.j. Estimate time of arrival to destination port, hereinafter called ETA.
  - 6.k. Port authority declaration of vessel exit.
  - 6.l. Authorization to board.
  - 6.m. Q88 of the loaded vessel.
7. Shipment commences to Buyer's designation port.

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8. Upon arrival of the vessel at the Buyer's destination port, the Buyer shall perform inspection of the goods on-board vessel and within 48 (forty-eight) hours, the Buyer shall pay the total cost of the goods then seller pay all intermediaries within 24 hours.

## **CIF TRANSACTION PROCEDURES 2**

1. Buyer issues ICPO with this procedure incorporated on the ICPO alongwith Buyer's company registration certificate.

2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format, Buyer confirms final SPA and issues letter of acceptance of the final SPA.

3. Seller issues to Buyer via email the following transaction documents:

- A. commitment to supply
- B. statement of product availability
- C. certificate of origin)
- D. product passport
- E. ATSC,

Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.

4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port.

Both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three party CPA) this is applicable only for 1st shipment. (Seller & Buyer) jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. Fee would later be refunded /deducted when Buyer is paying for the total product cost).

5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller legalizes the Contract with the authorities in charge and sends to buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.

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6. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller release the below Proof of Product Documents:

- ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
- ~ Injection Report
- ~ Product Allocation Certificate.
- ~ Allocation Title Transfer Certificate.
- ~ Export License
- ~ Export Approval
- ~ Tank Receipt.
- ~ Dip Test Authorization.

7. Seller issues the commercial invoice and sends to Buyer for the entire 1st shipment total product value. Seller to lodge and activate a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer this 2% Performance Bond will be paid/forfeited to the Buyer.

8. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

9. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total cost of goods then seller pay all intermediaries within 24 hours.

## WORKING PROCEDURES FOB TANK TO VESSEL (TTV)

1. Buyer issues ICPO
2. Seller issues Commercial Invoice (CI), buyer signs and returns back to seller.
3. Buyer provides to Seller CPA (VESSEL) for seller verification and acceptance.
4. Seller issues to buyer the next documents:
  - a. ATSC
  - b. DTA
  - c. PRODUCT PASSPORT
  - d. AVAILABILITY OF PRODUCT

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5. Buyer extend seller tanks and dip test is conducted immediately on seller's account
6. Seller injects into buyer's vessel and buyer conducts its own DIP TEST Inspection for Q & Q of the Petroleum Products injected into the vessel
7. After Buyer's successful Q & Q Dip test on the product, buyer make the payment for the total value of product injected into the tanks through of MT103 - TT.
8. Upon seller receive the payment for the product from the buyer, seller issues to buyer the Title ownership of the product and all exporting document of the product.
9. Buyer lifts the product.
10. Seller pays all intermediaries involved in the transaction within 48 hours.

## **TANK TAKE OVER (TTO) PROCEDURE.**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
2. Seller issue draft (MOU) agreement to Buyer counter-sign and return to the seller.
3. Seller acknowledge signed MOU.
4. Seller sends to Buyer the following documents for Buyer's confirmation.
  - A. Seller's Registration Certificate
  - B. Bill Of Lading-(in the name of the previous buyer as Consignee.)
  - C. Vessel Tanker Details.
  - D. Product Passport-Dip-Test Report.
  - E. Proforma Invoice.
  - F. 2% Payment deposit Invoice.
  - G. Cargo Manifest.
  - H. Cargo Ullage Report.
  - I. Q88
  - J. 2% Guarantee letter to buyer
5. Buyer confirms the goods documents and makes a 2% down deposit which stands as an Allocation and Security Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days to enable the seller to change every document to buyer's name and instruct the vessel captain to re-route the vessel to the new buyer's destination port. The 2% deposit Payment made shall be deducted from the total payment value of the takeover product.
6. Seller releases a fresh dated Dip-Test Authorization-DTA to Buyer to order SGS inspection or Equivalent inspection team for Q & Q inspection upon goods/cargo arrival at the discharge port.

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7. Upon the successful completion of Dip-test inspection, Buyer makes the balance 98% payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence translating.
8. Trans-loading commences immediately.
9. Seller will release payments to the intermediaries involved within 48 hours of receiving the payment for the product from the Buyer's bank.

APPROVED AND SIGNED BY:



Signed by:  
CARLOS MENDES  
CHIEF EXECUTIVE OFFICER

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